



AFWERX
ADVENTURES

Post-Award FAQs

Overview

Award Decisions:

- Select
- Select, Not Funded
- Not Selected
- Not Eligible

Onboarding

- What to expect
- What we need

Contract Management

API Platform

Union

Collider Events

Testing & Regulatory





AFWERX

SBIR ★ STTR

Award Decisions

SBIR/STTR Award Decisions

SELECTED

- Proposal will move forward for award processing

NOT SELECTED

- Proposal will not receive an award

SELECTED, NOT FUNDED

- Proposal qualifies for an award, but will not receive funds for the specific solicitation

NOT SELECTABLE

- Proposal was disqualified for not meeting a solicitation requirement

Selected

Your proposal has gone through the evaluation process and made the cut for award consideration. However, there are still more steps before an official award.

- Contract clarifications
- Review for SBIR funding qualification

When going through the award process, ONLY the Contracting Officer is able to communicate with the company.

Selected, Not Funded

Your proposal has gone through the evaluation process and made the cut for award consideration, but did not make the cut to receive funding under the solicitation.

However, this is not the end!

What are your options?

- Your SBIR is available for “adoption” by other AF or DoD components
- The proposal will be retained for 180 days from receipt of notification. If additional funds become available during this time, the proposal is considered for award
- Company is eligible to re-submit the proposal under a later solicitation

Not-Selected

Your proposal has gone through the evaluation process and did not make the cut for award under the solicitation

- Official notices will be provided
- Debrief Summary will be offered for Criterion A, B & C
 - Debriefs can **ONLY** come from a Contracting Officer
- Companies are encouraged to consider the feedback provided in debriefs to strengthen the proposal and respond to the next open topic.

Not-Selectable

Your proposal has gone through the evaluation process and did not meet requirements under the solicitation for award consideration

ONLY the Contracting Officer is able to communicate with the company to provide feedback via debrief

Common Disqualifiers

- No or incorrect CAGE Code/SAM registration
- Not R&D effort
- Did not provide minimum required slides
- Did not provide minimum required white paper (Phase II)
- Did not provide MOU/correct MOU template (Phase II)
- Did not have customer AND end user signature on MOU



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Post-Award Onboarding

Onboarding: What to Expect

Phase I

Phase II

Companies

- Complete Onboarding Form (sent via email)
- Provide a Project Update Slide & a signed copy of the contract
- Accept invitation to Union.vc Ph I Community
- Weekly Calls will be held throughout the PoP

- Complete Onboarding Form Provide a Project Update Slide & a signed copy of the contract
- Accept invitation to Union.vc Ph II Community
- Attend AFVentures Kick-off Meeting
- Host Kick-Off Meeting with TPOC & Key Stakeholders

TPOCs

- Verify Contact and Unit Information
- Accept invitation to Union Ph II Community (optional for gov)
- Complete required Training (if applicable)
- Attend AFVentures Kick-off Meeting

Onboarding: Contract Management

Submitting Deliverables

Phase I

Phase II

Companies

- Submit Preliminary Report & Final Report via the guidance in Union

- Email completed deliverables and applicable items to your TPOCs and the designated execution mailbox

TPOCs

- Responsible for promptly recommending approval/rejection of deliverable

Execution Team

- AFVentures Team will review deliverables and respond to the Company with an approval email. **Do not** submit an invoice before the corresponding deliverable is approved by AFVentures

- AFVentures Team will review deliverables and respond to the Company with an approval email. **Do not** submit an invoice before the corresponding deliverable is approved by AFVentures

Onboarding: Contract Management

Submitting Deliverables for Phase II

This is a common source of errors (and payment delays). Exchange of information and contract status should occur between Companies and TPOCs prior to submitting approval to the execution team.

Companies - Email deliverables and the items (where applicable) to TPOCs AND p2@afwerx.af.mil using the following format:

EMAIL SUBJECT: Company Name, Contract Number, Deliverable Approval/Rejection

MESSAGE BODY:

Company Name

Contract Number

Deliverable # or Milestone # (i.e. CLIN 003, ALIN 002, Milestone 0002, etc.)

Recommendation: "**Approve**" or "**Reject**"

Approval/Rejection Date:

*Multiple CLINs **can** be submitted on an invoice

The Government has 30 days to accept invoice payment.

Onboarding: Contract Management

Contract Modifications

- What is a Contract Modification?
 - A contract modification is any written change in the terms of the contract. A contract cannot be changed verbally. It must be in writing.
 - ONLY a Contracting Officer has the authority to make changes and execute contract modifications (NOT TPOCs, NOT Commanders, NOT PMs)
 - Unauthorized Commitments - authorizing additional scope or work without Contracting Officer approval can result in being held personally liable for the resulting costs
- How do you pursue a Contract Modification?
 - Contractor will submit the request via Union
 - The assigned Contract Officer/Specialist, the AFVentures Administrative PMs, and your AF/DoD TPOCs will receive an automated email that kicks off the modification discussion.

*Notes

- *There is no need to request a mod for a delay of 30 days or less, Beyond 30 days, you may request a mod*
- *Deliverables may be submitted early without a contract mod. You may also submit deliverables out of order without a contract mod – that said, as a rule of thumb (use your best judgement here)*

Onboarding: Contract Management

TPOC Modifications

- If a TPOC must be replaced, it is his/hers responsibility to designate another TPOC for the specific contract.
 - PCS/PCA
 - Change in responsibilities
- **How to designate a new TPOC?**
 - 1) **The Alternate TPOC and the Phase II Execution Team must be notified immediately**
 - Changing the primary or alternate TPOC can be accomplished via email. You will receive a return email confirming the TPOC has changed for the contract.
 - 2) **The proposed replacement must acknowledge their new responsibilities by signing a Designation of AFWERX Technical Point of Contact (TPOC) Duties Memorandum**
 - A Contract Modification will depend on who is listed in the contract (End User vs AFWERX)
 - TPOC designee will need to go through TPOC training

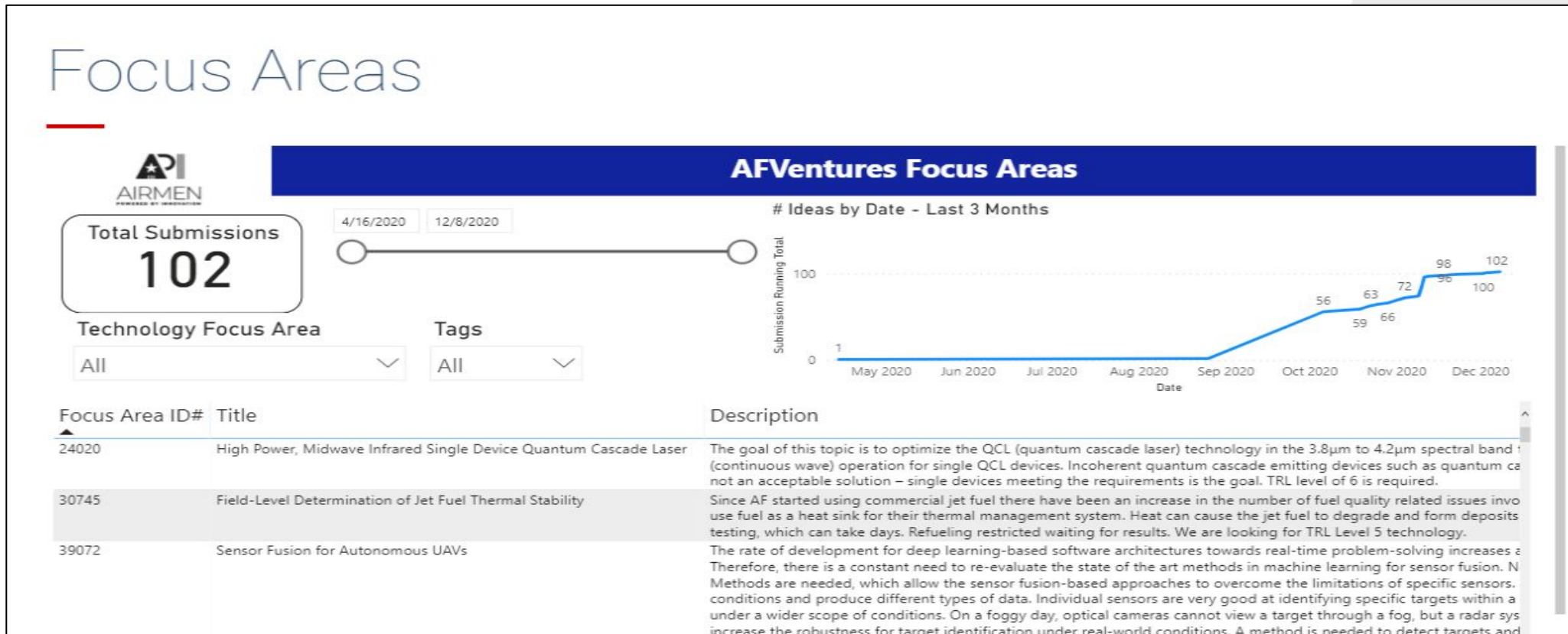


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Customer Discovery & Focus Area Matching

Focus Areas

<https://www.afwerx.af.mil/afventures.html#focus-areas>



How to find customers

Utilize Focus Area search

- **Reach out** via the AFWERX Focus Area page to connect with Focus Area owners
<https://www.afwerx.af.mil/afventures.html#focus-areas>
- **Reach out** to the POCs listed on Tech Connect
<https://airforcetechconnect.org/>

Know your audience!

- **DO NOT** mass email. Choose your audience.
- **Be specific:** show you read the focus area and introduce your small business's capability to solve the listed capability gap
- **Be specific:** show your knowledge from research and how you think you can help solve issues similar units experience
- **DO NOT** send generic introductory messages to senior leaders (SecDef, Chief of Staff, Generals, SES, PEOs)





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Union

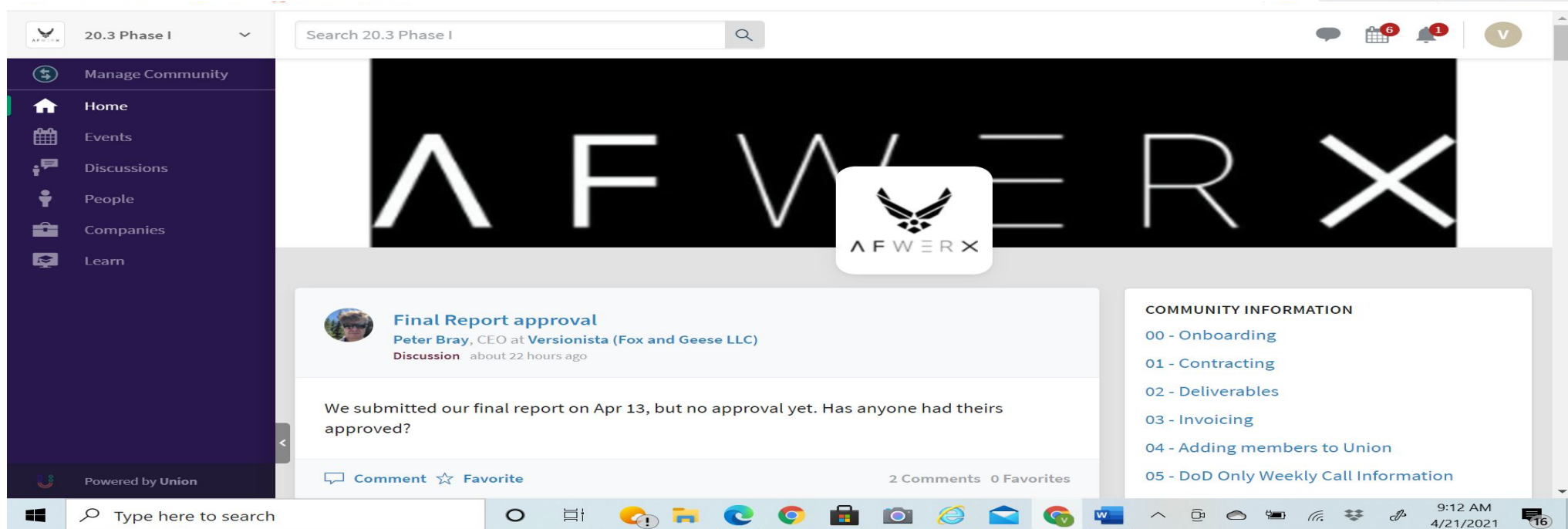
Union

Union is the digital platform AFWERX uses to manage the program. It allows our team to communicate efficiently and provide all participants with the necessary tools and information during your PoP. The SBIR/STTR community on Union includes:

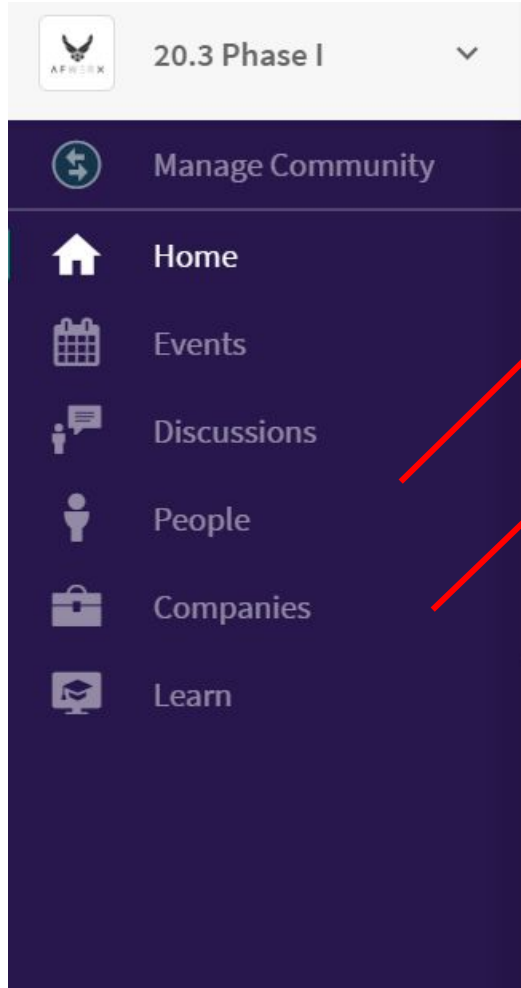
- A directory for you to find and message your peers.
- Discussion forums, slide decks, and informational videos from the SBIR team
- FAQs, deliverable timeline and other important documents regarding the contract

An email invite will be sent from Union.vc with a personalized link to register.

Union



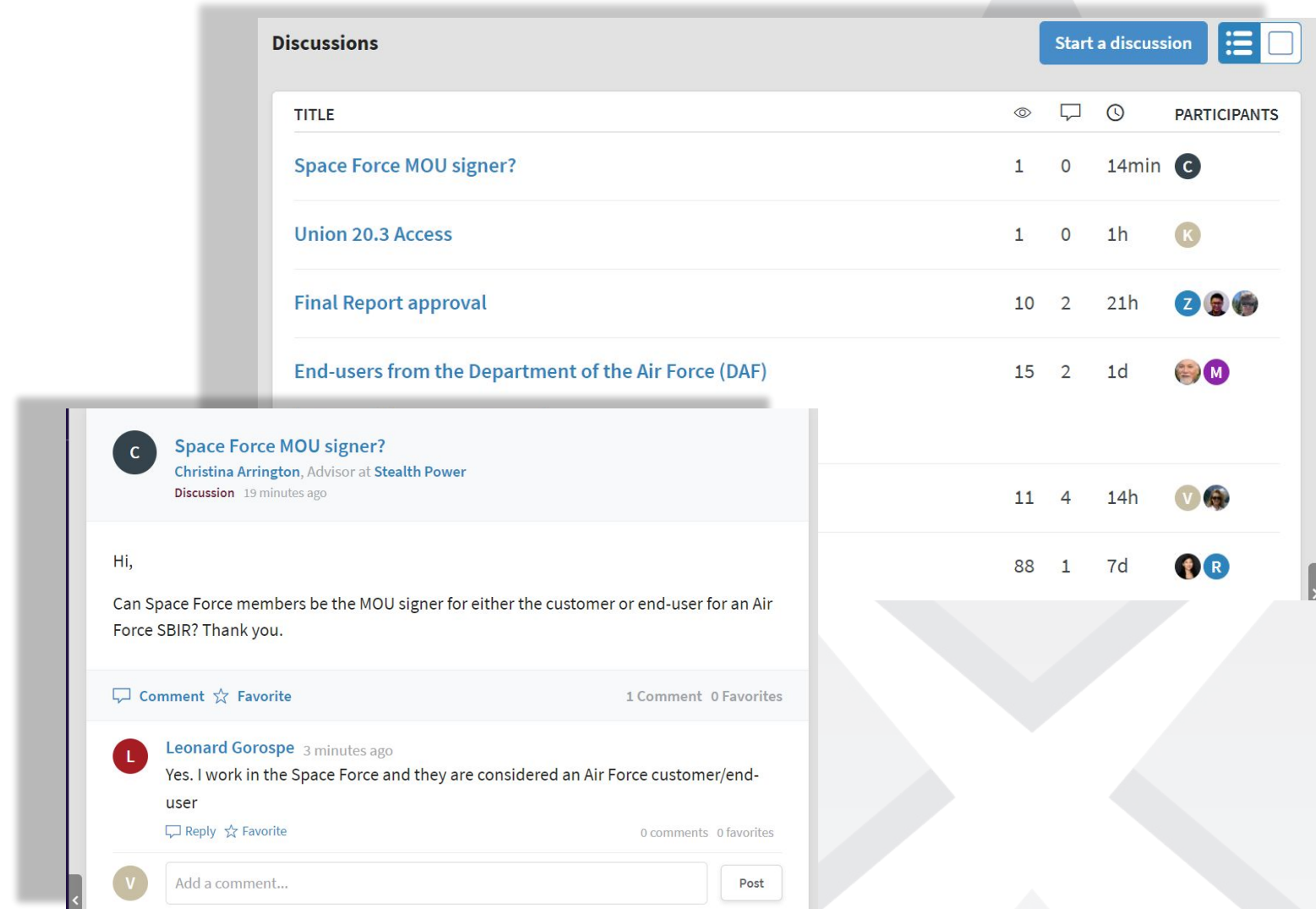
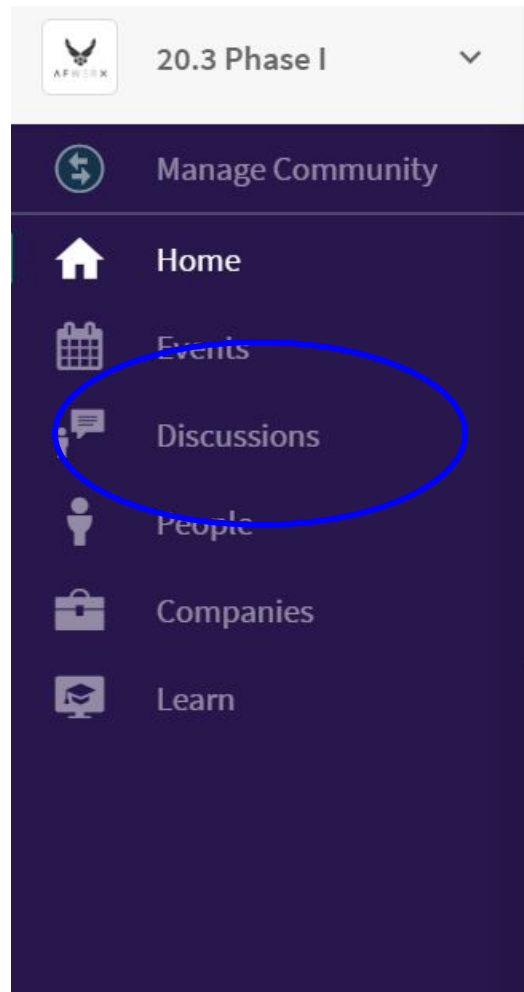
Union



Users can personalize profile

Companies can add employees and use profile as a marketing tool

Union



Union

02 - Deliverables

SBIR 20.3-CSO1

Due Dates based on when you received contract.

CLIN-0001:

0001: Preliminary Report

The Preliminary presentation should be an updated version of the submitted 15 slides in your Phase I application. You will also need to include a company one-pager that is non-proprietary. This one-pager will sent to folks within the government who request information about your company.

1. Updated Pitch Deck
2. Non-proprietary company one-pager

COMMUNITY INFORMATION

00 - Onboarding

01 - Contracting

02 - Deliverables

03 - Invoicing

04 - Adding members to Union

05 - DoD Only Weekly Call Information

06 - Weekly Call Recordings

07 - Customer Discovery

08 - Phase II Instructions / MOU Template

09 - Phase III / SBIR Data Rights

10 - TACFI / STRATFI Information

11 - COLLIDER



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AFWERX Colliders

AFWERX Colliders

- Provide a means to connect SBIR/STTR Phase I recipients to potential government stakeholders
- Each round of SBIR and STTR Phase I cohorts within the Open Topic, we hold a Spark Collider to facilitate customer discovery connections at scale.
 - Segmented by technology areas
 - Tailored invitations to government stakeholders
 - Open to all government registration
- **HYPOTHESIS:** If we create a mechanism to allow companies to showcase their solutions to a target audience, we can increase the likelihood of successful feasibility study (Phase I).
- **WHY:** ~70% of the companies that receive a phase I contract have never done business with Department of Defense before.



DID YOU KNOW
THAT THE DAF SBIR/STTR PROGRAM SUPPORTS OVER
\$800 MILLION
DOLLARS OF RESEARCH, DEVELOPMENT, TEST AND EVALUATION (RDT&E) ANNUALLY TO ADDRESS GOVERNMENT PROBLEMS YOU'RE FACING?!

450+
CREATIVE AND CUTTING-EDGE SOLUTIONS
will be featured at the SBIR/STTR Virtual Collider taking place APRIL 13-14 2021 from 1200-1600 ET DAILY. Want an all access pass to meet the innovators eager to help the DoD? **YOU'VE GOT IT.**

WE'VE ALREADY DONE THE HEAVY LIFTING ...
HUNDREDS OF VETTED, US-OWNED AND CONTROLLED SMALL BUSINESSES (including some of the top startups in the country) eligible for follow-on funding and accelerated award.
HUNDREDS OF MILLIONS OF DOLLARS AVAILABLE FOR RDT&E EFFORTS WITH THESE COMPANIES; we won't invest unless there is a DAF Customer and End-User that wants the solution (AKA YOU).
CONTRACTING IS HANDLED BY AFWERX; selected companies will be on contract by 30 September.
ALL YOU HAVE TO DO IS JOIN US AND ENGAGE.

Can't make the whole event? Pop in for as little as an hour and meet enthusiastic solution providers waiting to meet YOU. This event is designed with time blocks featuring specific technology areas so that you can more accurately find the solution provider that meets your needs. We'll send you the agenda in advance so you can create the best value for your time.

Use this handy QR code to register for the event. **CLICK HERE:**



Opportunities knock. **ANSWER THE CALL.**
Your collaborators in innovation, **THE AFWERX TEAM**



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Security/Cybersecurity Considerations

*****AFWERX will NOT approve classified proposals at this time*****

- ***Do contractors require a Common Access Card (CAC)?***

AFVentures now has the capability to sponsor CACs internally.

- ***How do I know if an ATO is required?***

An Authority To Operate is required for technology that connects to an AF system or processes AF information. Many of our SBIR awards don't have a need to reside on an Air Force system or process AF data so they do not require an ATO. A cyber assessment should be completed by the local cyber office.

- ***Will the contractor need access to classified data, systems or facilities?***

If so, a DD Form 254 will need to be prepared outlining the specific security requirements of the contract. The DD-254 process is a collaborative effort between the local IP/SSO Shop, the TPOC, and the AFWERX team. Ultimately, the security office will coordinate with AFWERX to draft the DD-254.

Other Considerations

- **Flight Test/Safety** (TRB/SRB)
- **Human Research (Human Research Protection Official or HRPO)** - DoD Instruction 3216.02 Protection of Human Subjects and Adherence to Ethical Standards in DoD-Supported Research
- **Animal Testing** - DODI 3216.01 Use of Animals in DoD Conducted And Supported Research and Training
- **Environmental Testing** - DODI 4715.06 Environmental Compliance in the United States



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Questions?

Please type your questions in the Q&A section